

What's the Use of Waiting?

"They" say "all things come to him who waits," but we have not been waiting, and we don't propose to wait. We KNOW our prices are right, our work A-1, and if you don't bring us work we will come after it, in one way or another, either by bringing to your notice our prices, facilities and quality of execution, or personal interviews. We are not grumbling; far from it. We've had our share; and we are still getting our share. But we have placed at your disposal a modern, and almost ideal, printing establishment, with such facilities as to command admiration from all with whom we have business intercourse. We are not waiting; haven't time to wait.

Roanoke, Va. _____ 189__

M _____

To BALL & MAY Dr.

Terms _____

GROCERS

An Up-to-Date Printing Office.

One of the vows the writer made when he was "devil" in a country printing office was, in effect, that if he ever owned or managed a printing establishment, it would be kept clean, at least by comparison. At that time he hardly felt the force of the vow, for he has learned after years of experience that it is necessary immediately after one "going over" to start at the beginning and go over it all again. It never ends—just like a housekeeper's duties—but not like the boy who sees no use in washing his face because it will get soiled again. But, a clean printing establishment is just as necessary for the proper execution of work in our line as light and heat and power. And the vow has been kept. Come and see.

We Do Not Believe

There is another city in the State which sends such a small proportion of its orders for printing and blank books away to our Northern friends as Roanoke. All honor to our bankers and business men; that is—most of all of it. We must reserve a little, as this is our "own country."

We Print Anything

That can be desired or devised from movable type, paper and ink—and brains. Brains are just as important in our work as paper or ink or type. It is the combination that tells. We do not mean to be egotistical at all; but combining these things to bring forth a harmonious result has been our study—and we do claim to know our business right thoroughly.

All Together

One of the things which has contributed largely to the success of our establishment is the systematic working "together" of all our forces in all departments. This has reduced to a minimum the "lost motion" which is usually to be found in large industries. If a minute can be saved here, another there, it is done—an hour is gained—thus we take care of the fleeting moments. Five minutes

ROANOKE, VA. _____ 189__

RECEIVED OF _____

DOLLARS _____

wasted daily by each of our employes would mean the interest on \$10,000 a year. In these days of close margins each moment of time must be productive.

Quite Recently, Too

The times are hard, money tight, everything handled economically—but it cannot possibly stay that way. So we are pushing ("not shoving") ahead, just as though good times were upon us. We cannot afford to lag behind or worry; but in times of peace we are preparing for war. And when it comes we have an establishment that can take care of anything that comes—and things that do not come now. Recently we placed an order for one of the largest lots of new type ever given at one time in Virginia.

On the Second Floor

A long row of small presses, used for cards, envelopes, statements, note heads, tickets and small work. Here, also, is probably the most wonderful piece of mechanism in our establishment—the Railroad Ticket Printing Machine. Think of it the next time you purchase your ticket. Secured behind iron bars and double locks, it at once suggests government bonds, with all these safeguards.

Further Along

On this floor is the type-setting department, where expert minds and fingers think and act rapidly and correctly, interpreting at times handwriting that would make Horace Greeley turn green with envy. Large, extra large fonts of type permit the handling of very large orders in a most satisfactory and expeditious manner. Our force in this department can set up about as many pages in a day as a man can read. A plentiful supply of Algebraical, Astronomical, Geometrical signs and characters, accented letters, and "odd sorts" enable us to handle difficult and intricate work in special lines.

On the Top Floor

Is our Blank Book Manufactory, ruling machines, including on which is probably the largest south of Philadelphia; our various wire stitchers, which will take wire from a spool, cut it the proper length, shape it, and drive through a book three-fourths of inch thick, or one not so thick, 120 a minute; then our paging and numbering machines, board and paper cutters, book presses, which exert a pressure of twenty tons or more, perforating, punching and eyeletting machines, and the engraving department—which latter is an innovation for this section.

Our Establishment

Is just opposite and overlooking the lawn of Hotel Roanoke, (one of the finest hotels in the State,) which gives us a magnificent, bright, refreshing view at all times. Our business office and press-room are on the ground floor (along with our prices). Each floor and department is connected with the office by Electric Bells, Speaking Tubes, and Elevators; and all departments are bountifully supplied with all kinds of Labor and Time-Saving Appliances.

In Our Press-Room

Can be seen the rapid, diminutive and monster cylinder presses including the famous "Promise Keeper," turning out thousands upon thousands of sheets every day. Our largest and best paper cutting machine, the automatic cutting knife sharpener, and tableting apparatus are on this floor. The wonderful and powerful electric motor, which propels the machines on all three floors, is also on this floor. Over in one corner, hardly noticeable, is kept in readiness, as a supplementary power, an improved Gas Engine, to be attached at momentary notice, in case of accident to the electric motor, or for other causes. This precludes the possibility of a "hole" in the power question.

BLACK & WHITE

Attorneys at Law,

P. O. Box 26, Roanoke, Va.

And Our Stock-Room!

If some of our friends who usually buy a quire or so of paper at a time, could look in upon this department, they would not cease wondering for days. We do not exaggerate a particle when we say you can see A TON OF A KIND; yes, TEN TONS OF A KIND. You say: "What, ten tons of one kind of paper in a town like Roanoke?" That's what we said. Come and see. And, besides, hundreds of other kinds of plain, fancy and unique; there are stacks of card-board, of a kind, as high as a man, and he need not be a Lilliputian, either.

What Can We Not Do

With such facilities? A card, a circular, note head, envelope, pamphlet, price list, catalogue, book, railroad rate sheet or time table, a ruled blank or a 1000-page ledger, on any or all, we assure our friends we are AT HOME, from January 1st to December 31st.

The Stone Printing and Manufacturing Co.,

Printers, Engravers and Book Manufacturers,
Opposite Hotel Roanoke.
E. L. STONE, President
ROANOKE, VA.

WOMAN AND FASHION.

Latest in Dress Skirts—A Gown For a Garden Party—Metal and Enamel Belts and Neckbands.

Once upon a time the woman who wished to economize took her bodice to a celebrated fitter and let a seamstress make her skirt, but we have changed all that now. As The Puritan says, the woman who makes a science of dress knows that that intangible thing which she calls "style" depends upon her outline. She may have the most beautiful



DRESSED FOR A GARDEN PARTY.

material in the world, and it may be cut into shapes and figures of adornment whose intricacies bewilder the eye, but if the outline of the whole figure is not satisfying, harmonious and full of something better than picturesqueness, something more to be desired even than grace—modishness—the gown is not a success, and this supreme quality is given by the set of the skirt more than anything else. The following points concerning the new skirts are also furnished by the authority just quoted:

The new skirts are free from crinoline, haircloth or any artificial distender. They are not narrow, but fall in full, handsome folds. Many of them are fitted to the figure by tucks all around, but the most graceful have a plain front breadth and large plaits turned toward the front over the hips, for large hips are fashionable just now. There is an unusual proportion of thin materials this season—organdies and canvases in linen and cotton, and silks. Among the summer silks, the flowered satin finished foulards, are the most to be desired. It is not necessary that these pretty things should be made up over silk. Many people find them much more desirable for summer wear when combined with colored lawns. The lawns are more delicate in color than formerly, and the under skirt is as beautiful in finish as the outer, in some cases being ruffled with lace to the knee or above.

The outer skirts of all the thin silks and satins as well as the muslins are made separate from the linings, giving a very full and airy effect. The skirts of the gowns are all fluffy. Old fashioned barges and mozambiques are re-appearing as new fashioned goods. Spanish flounces, accordion plaiting and ruffles, besides lace insertions and tucks, are all used as skirt garniture. One pretty white organdie skirt has not a scrap of lace, but is trimmed to the knee with close laid ruffles of the organdie. A good sample of this sort of costume is shown in a garden party dress.

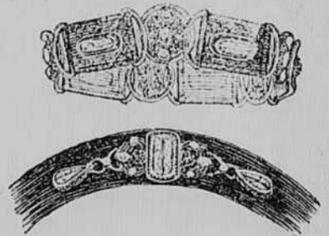
The separate skirt of the moment is of black satin. The velours poplins which the manufacturers pressed upon us all winter have never been popular. The full, rich skirt of plain black satin is the accepted background for the really effective bodices for little dinners and the theater. These skirts must always be worn with high necked bodices, nothing being in worse taste than a low necked "emergency waist." It is the last confession of being reduced to a makeshift for an evening dress.

Belts and Neckbands. Fancy metal and enamel belts set with colored stones are now much worn in conjunction with neckbands or ornaments to match. These exceedingly pretty bands look best sewed on a dark

velvet band, which is tied round the high collar of the dress. The corresponding belt is made in divisions of leather and connected with bronze or other metal medallions and rings. The clasps and medallions in both belt and necklaces are ornamented with colored enamels and stones.

Haphazard Jottings. Purple is fashionable this season by request of Queen Victoria, who decided on purple for the jubilee color. A report from the office of the registrar general of England shows that there are more female than male centenarians. It is no uncommon thing in France, and often in England, for an old lady to adopt a costume which suits her and which is more or less individual, and wear it altogether, without any attempt to follow the changing fashions.

To Cure Constipation Forever. Take Casser's Candy Cathartic. Do or 25c. If C. C. fail to cure, druggists refund money.



A JEWEL SET. velvet band, which is tied round the high collar of the dress. The corresponding belt is made in divisions of leather and connected with bronze or other metal medallions and rings. The clasps and medallions in both belt and necklaces are ornamented with colored enamels and stones.

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A sick man is like a man who goes up in a balloon. He is blown hither and thither by the winds of disease. A traveler by rail or steamer has a regular track. He is reasonably certain of reaching a given destination; but the balloonist is at the mercy of totally uncertain elements. No track, no course, no rudder, no certainty that any breeze may not bring destruction.

So with the sick man. His disordered constitution renders every natural operation uncertain. No organ can be depended on to do its normal work. The stomach will not digest food; the liver will not filter bilious poisons from the blood; the kidneys and skin will not excrete the waste. No regular nourishing or purifying process is going on. There is no certainty except the certainty of suffering.

In all dyspeptic, bilious, debilitated conditions, what is needed is to change the abnormal, erratic operations of the system into a natural, regular, straightforward progress in the right direction. Nothing in the world will do this so rapidly and certainly as Dr. Pierce's Golden Medical Discovery. It directly regulates the vitalizing functions. It sets the stomach and liver into natural, healthy operation and gives the blood-making glands power to manufacture an abundance of pure, rich blood. It creates appetite; builds up muscular strength; and banishes nervousness and neuralgia. As it can be assimilated by the weakest stomach, its nourishing properties are far superior to nauseating cod liver oil in severe coughs and all wasting diseases. The druggist who recommends something else as "just as good" is thinking more of his extra profit on the "just as good" kind than of your welfare.

OVER HALF A CENTURY The Family Friend.

THE FRIEND OF CHILDREN PARENTS GRANDPARENTS MOTHER'S FRIEND.

PEPPER'S EXTRACT FOR ALL PAIN.

The Genuine never fails. It can always be relied on. Used Internally and Externally.

Far superior to any imitation or substitute. It costs more to make, it costs more to buy—but is cheaper because stronger, better and purer than anything else.

Note our Name on Label and Wrapper. Pepper's Extract Co., New York and London.

New Secret Remedy Absolutely Unknown to the profession. Permanent Cure in 15 to 30 days. We refund money if we do not cure. You can be treated at home for the same price. Write for particulars. We will contract to cure you or pay expense of and hotel bills, and make no charge. This is the most reliable cure. It cures all kinds of blood diseases, such as Pimples, Copper-colored spots, Eruptions, Itching, Scalding, Eczema, Falling out of the hair, and all other skin diseases. It is the only remedy that will cure you. Write for particulars. We will contract to cure you or pay expense of and hotel bills, and make no charge. This is the most reliable cure. It cures all kinds of blood diseases, such as Pimples, Copper-colored spots, Eruptions, Itching, Scalding, Eczema, Falling out of the hair, and all other skin diseases. It is the only remedy that will cure you. Write for particulars. We will contract to cure you or pay expense of and hotel bills, and make no charge. 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